

REDEFINING  
THE BEST  
WAY TO DO  
BUSINESS  
IN THE  
21<sup>ST</sup> CENTURY



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**JANUARY 18, 2012**

**With 19 reporting, EAOC members had \$62,290,990 in total sales for 2011**



Steve Cavenee of Steve Cavenee Electric gave the classification talk today. He is a residential lighting design and installation contractor. He started in Orange in 1981. From 1984 to 1996 his firm did all the installations for Lamps Plus, twelve stores in Southern California.

Steve gave us a show and tell lamp (light bulb) education. We learned about each lamp, its use and electrical consumption.

Everyone's favorite A19 incandescent lamp – production is now discontinued.

- R30 Reflector
- R30 Halogen
- LED Tape

Steve can also install home entertainment surround sound.



TO SUCCEED IN  
BUSINESS IT'S NOT

**WHAT**

YOU KNOW BUT

**WHO**

YOU KNOW THAT

COUNTS MOST!

**SCHEDULE**

Jan 25th Abe Cohen  
AAA Locksmith  
EAOC Board Meeting  
Leads Auction Begins

Feb 1st Mini Talks

**GREETERS**

*Randy Wind*  
*The Wind Group*  
*Jeff Thomas*  
*CalifornIT*  
*Matt Marchant*  
*Marchant Training Method*

**Around The World in 80 Days  
Leads Contest starts January 25th  
Leads Auction March 28th**

**Africa**

Pete Sloan  
Nick Kirkland  
Gary Gregg  
Jonathan Judge  
Bob Hardman  
Jerry Davis  
Brian Polivka  
Jeff Thomas  
Julia Osborne

**North America**

Joe Lightman  
Sammy Montoya  
Pat Lenahan  
Molly Millican  
Mike Awwad  
Mark Manion  
Kevin Becker  
Fred Ortiz  
Keith Osborne

**Australia/Pacific Islands**

Tim Jones  
Tim Deshler  
Phil Kintz  
Lyle Shelton  
Bill Cecil  
John McShane  
Lydia Pooler  
Rick Baker  
Michael Yang

**Carribbean**

Mel Smith  
Terry Voll  
Carlos Salazar  
Matt Marchant  
Trey Smith  
John Douthit  
Rand Sherff  
Marshall Davis  
Maribel Lopez

**South America**

Lucretia Lake  
Doug Whitney  
Hal Grimshaw  
Timothy Osborn  
Dale Jochims  
Aaron Check  
Randy Wind  
Paul Kramar  
Steve Cavenee

**Europe**

Gail Roussel  
Andy Ross  
Bob Malin  
Mike Hughes  
Randy Bryan  
Abe Cohen  
Walt Crancer  
Al Gapik  
Carlos Cordova

**Plan Ahead, Valentine's Day  
is only 2 weeks away.  
Call Maribel 714-724-4243  
and order flowers!**



**How is Business?**

Is it so good that you don't have to educate your executive sales staff?

How long has it been since you told your EAOC sales team about your product and services?

The following dates are open:

Feb 8th  
Feb 15th  
Feb 29th

**Welcome Aboard**

**Carlos Cordova 714-630-0111**  
**Quality Tinting & Screens #24**  
2990 E. La Palma Ave., B  
Anaheim, CA 92806  
Classification: Glass Tinting & Screens

**New Members Not In Directory**

**Maribel Lopez 714-724-4243**  
The Blooming Branch #11  
968 N. Enterprise, Orange, CA 92867  
Classification: Floral Designs

**Abraham Cohen 949-232-7240**  
AAA Locksmith #21  
200 Technology Ste J, Irvine CA 92618  
Classification: Locksmith

**Carlos Cordova #24 714-630-0111**  
Quality Tinting & Screens  
2990 E. La Palma Ave. B, Anaheim 92806  
Classification: Glass Tinting & Screens

**Mike Awwad #42 714-236-9599**  
SERVPRO  
5550 Cerritos Ave., Cerritos 90630  
Classification: Carpet Cleaning & Restoration